

Itinerary for June 25 meetings  
with Jim Johnston & Andy Schindler

10:00am Sen. McConnell (361A RSOB)  
(224-2541)

10:30am Cong. Bliley (2241 RHOB)  
(225-2815)

11:30am Sen. Helms (403 DSOB)  
(224-6342)

1:00pm Cong. Burr (1431 LHOB)  
(225-2071)

2:00pm Sen. Faircloth (317 HSOB)  
(224-3154)

3:00pm Sen. Ford (173A RSOB)  
(224-4343)

3:30pm Sen. Lott (awaiting Room #)  
(224-6253)

*Andy Schindler*  
*Talking*  
*Paints*

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## **Senator Mitch McConnell (R-KY)**

McConnell is up for reelection in 1996. His opponent is Steve Beshear, a former Lieutenant Governor. This race is considered safely in the Republican column. We have maxed out to his campaign.

McConnell serves on the Agriculture and Appropriations Committees. When Dole left the Senate, McConnell could have moved to the Finance Committee, but decided with his senior status on Appropriations, he would stay there to better protect the interests of his state.

McConnell has been very active on the FDA issue through the Appropriations Committee. He has been a constant thorn in Kessler's side about the amount of staff and resources he diverted from FDA's other missions to work on the tobacco issue. Frustrated by the unresponsiveness of the FDA, McConnell has asked the GAO to investigate FDA's estimates and determine how much money has been spent on the tobacco regulations and if money was diverted from FDA's core mission to fund this effort. David Hovermale and Stephen Law, of McConnell's staff, should be complimented for their work on this issue.

McConnell is a former Judge and has a fairly low key, deliberate manner.

### **Talking Points**

#### **Jim Johnston**

1. As you know, I will be leaving RJR, and I wanted to stop by and thank you for all the support you provided RJR and the industry during my tenure.
2. We have had to call on you many times while I was Chairman, and you were always supportive.
3. I also want to use this opportunity to get you better acquainted with Andy Schindler, who will assume many of my "frustrations" starting next week. I am confident that you and Andy will have the same friendly relationship that I have enjoyed with you.
4. The biggest issue we have in Washington is, of course, the proposed FDA regulation of tobacco. *(Turn over to Andy to talk about the latest developments within the industry).*

#### **Andy Schindler**

1. I appreciate all your hard work trying to get a straight answer from Dr. Kessler. I know you and your staff have been working hard through the Appropriations process, and the GAO, to refocus the FDA on its congressionally mandated missions. We stand ready to assist you however possible. How is the GAO investigation progressing? What are your prospects for including statutory or report language in this years Appropriations bill?
2. I know you have met with representatives of PM about their proposal. With so few legislative days left, it looks doubtful to us that a major tobacco "control" bill will be enacted into law. Is this your view as well? I believe a legislative solution is necessary, but the entire industry has to be in agreement. Any agreement can't give one company a competitive advantage over the rest of the industry. We all agree on one thing -- that FDA regulating our business is a non-starter. Do you have any thoughts on their proposal?
3. You have been a special friend to RJR, always fair and honest with your opinions and advice. I look forward to working with you and hope you will not hesitate to call when I can help.